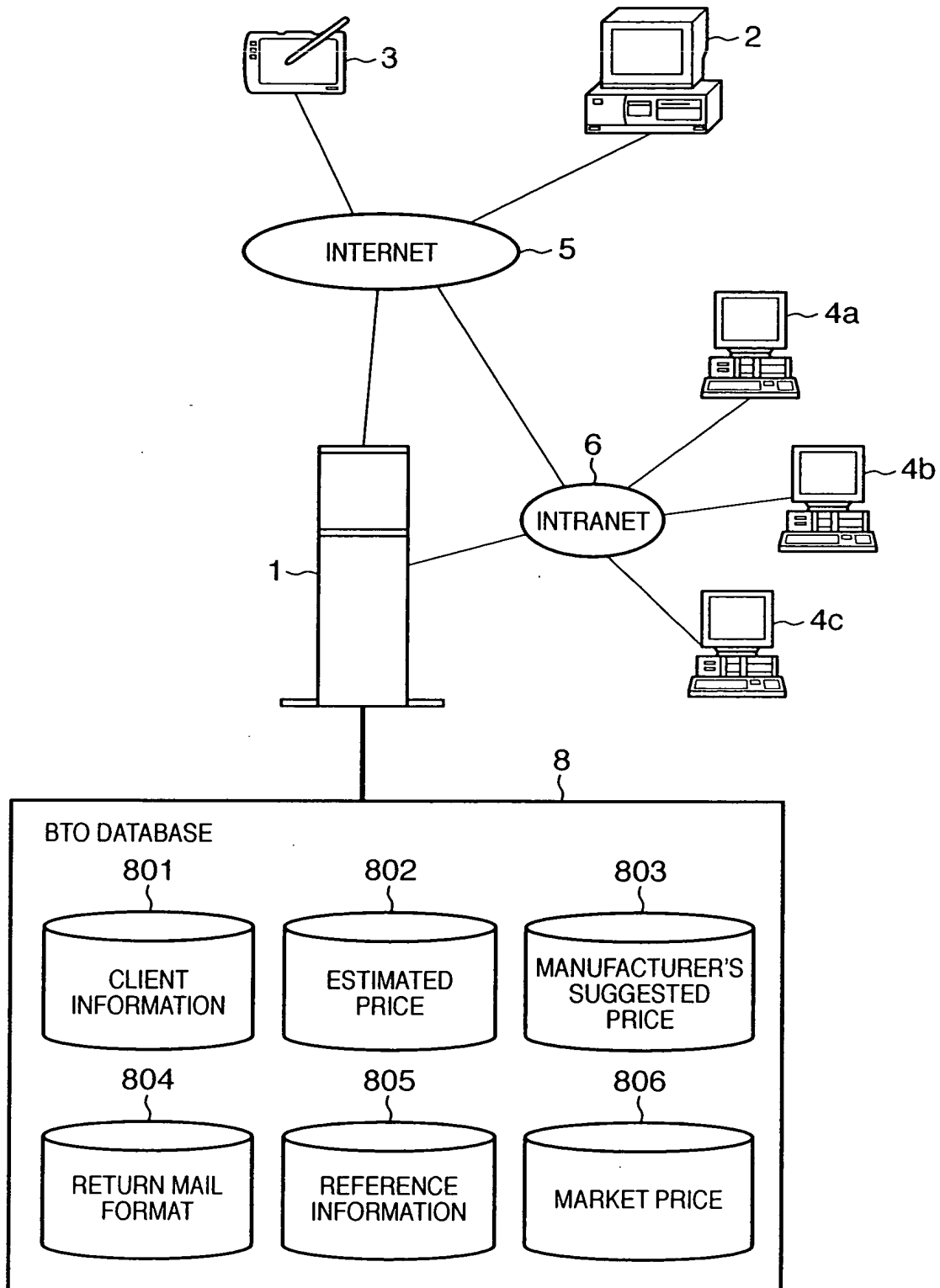


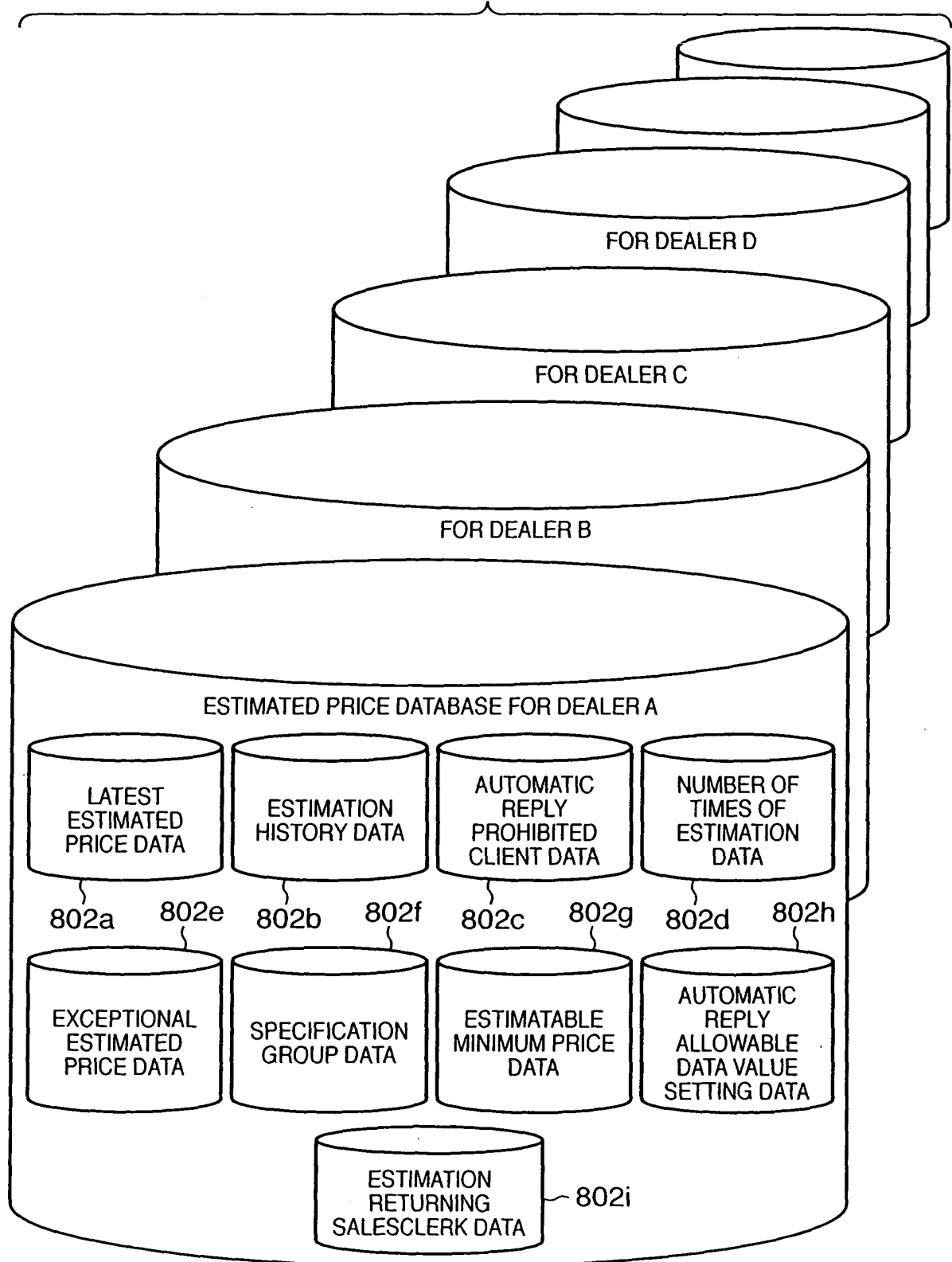
1/9

FIG. 1



2/9

FIG. 2



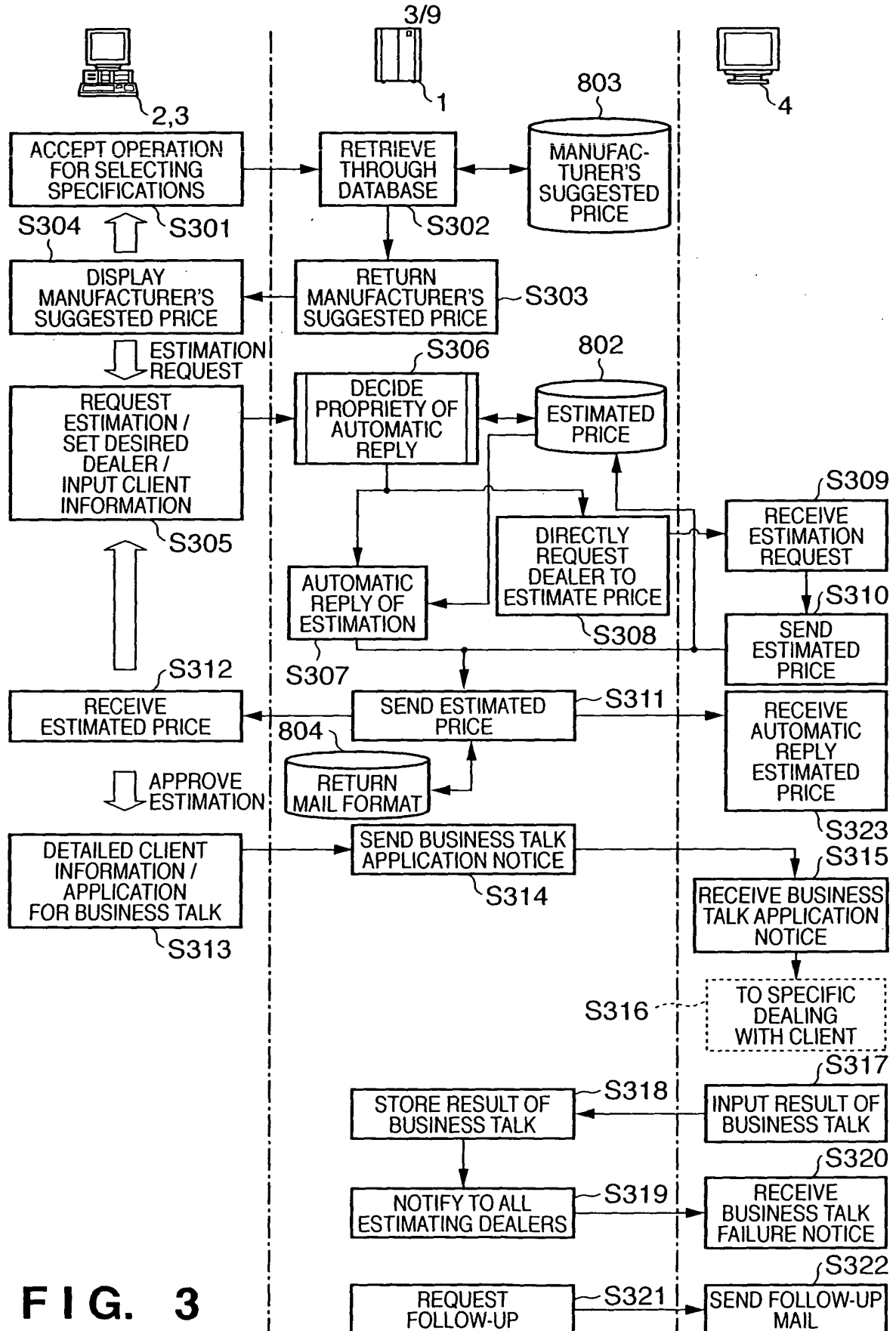


FIG. 3

4/9

FIG. 4

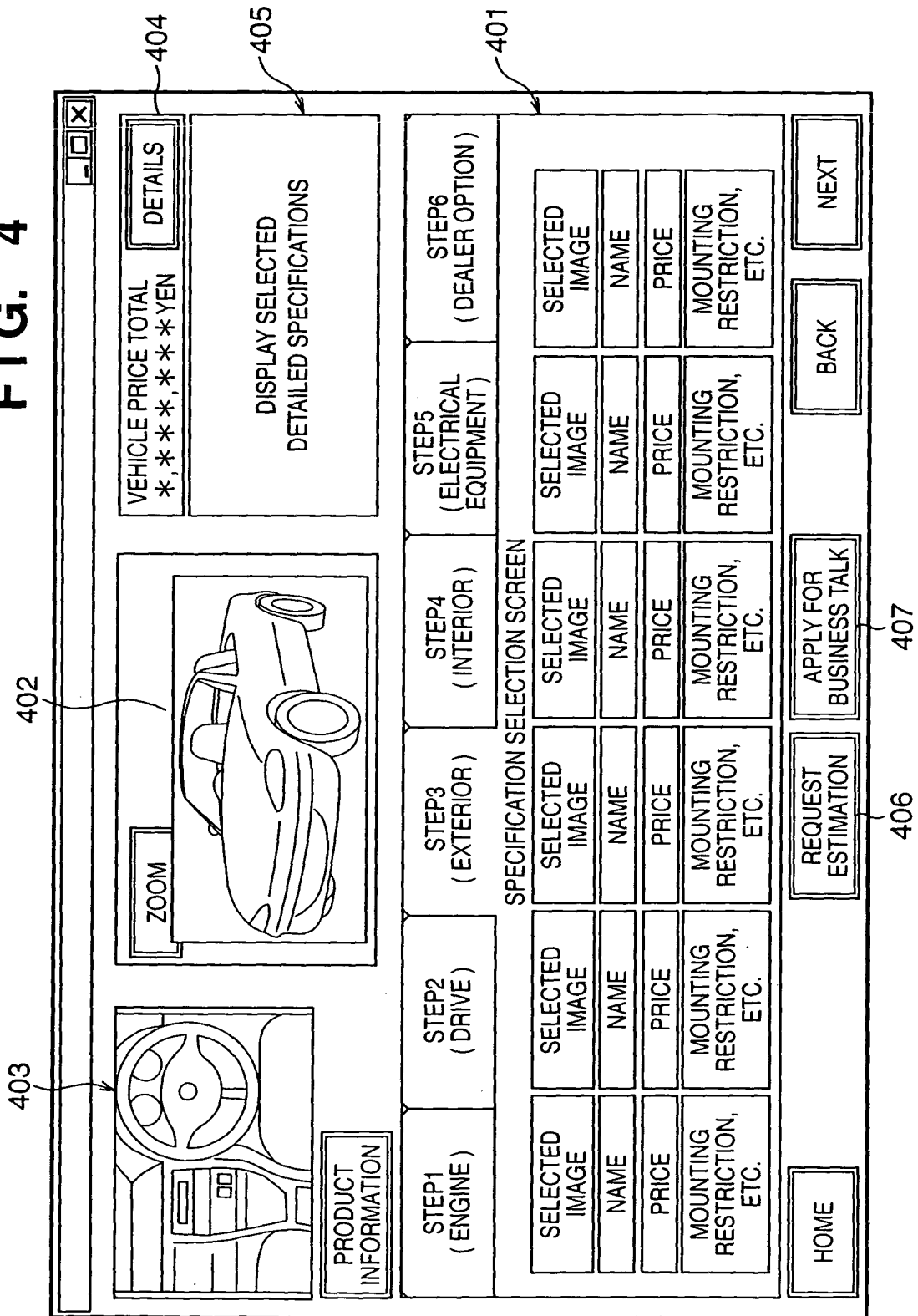


FIG. 5

5/9

INPUT ESTIMATION

ESTIMATION HISTORY INFORMATION : SECOND
PREVIOUS PERSON IN CHARGE ○○

INFORMATION ON CLIENT MR/MRS/MISS ○○
 NAME : ○○ △
 ADDRESS :
 PURCHASE HISTORY
 PAMILIA XG DECEMBER 1995
 PERSON IN CHARGE : ◇ ●
 DETAILS □

 REMARKS
 DESIRED SPECIFICATIONS
 MODESTAR 1600cc MT
 16-INCH WHEEL

MANUFACTURER'S SUGGESTED PRICE
¥2,130,000

AUTOMATIC REPLY ESTIMATED PRICE
¥2,100,000

ESTIMATED PRICE OF LAST TIME
¥2,100,000

SPECIFICATION
VERIFICATION

DESIRED PURCHASE PRICE OF CLIENT
NOT INPUT

ESTIMATABLE MINIMUM PRICE
¥1,950,000

PRESENTED ESTIMATED PRICE
¥ _____

REFERENCE
INFORMATION

CANCEL

ACQUIRE
APPROVAL

OK

FIG. 6

REFERENCE INFORMATION	
1: COMPETITIVE MODEL INFORMATION	
• COMPANY A ○○ZR EXPECTED MARKET PRICE	¥2,170,000 } 601
• COMPANY B TENZA 23S AVERAGE SALES PRICE	¥2,250,000 }
.....	
2: SALES STATE OF VEHICLE FOR WHICH PRICE IS ESTIMATED	
● IDENTICAL VEHICLE SHOP A 2002/3/20	¥2,110,000 (TWO MONTHS BEFORE)
● SIMILAR VEHICLE WITH DIFFERENT EQUIPMENT SHOP B 2002/5/20	¥2,050,000 } 602
MANUFACTURER'S SUGGESTED PRICE ¥2,150,000	
EQUIPMENT: EQUIPPED WITH SHIFT LEVER (¥20,000)	
3: COMPETITION STATE	
1. SHOP C (ESTIMATION ORDER 1)	} 603
2. SHOP D	
3. SHOP E	
4. SHOP F	
※SHOP CLOSEST FROM CLIENT IS SHOP C	
※SHOP HAVING PURCHASE HISTORY IS SHOP D SALESCLERK IS △△	
4:	
.....	
CANCEL	

7/9

FIG. 7

hansha@mitsumori.com, BUSINESS TALK FAILURE NOTICE	
To : hansha@mitsumori.com	
From : BTO@server.com	
Subject : BUSINESS TALK FAILURE NOTICE	
Cc :	
Bcc :	
Attached :	
***** BUSINESS TALK FAILURE NOTICE *****	
A BUSINESS TALK WAS HELD AT SHOP ○○ ON MAY 23, 2002	
WITH MR/MRS/MISS ○○ (ID12345) WHO REQUESTED ESTIMATION ON MAY 20, 2002.	
YOUR ESTIMATION IS ¥1,580,000,	
AND ESTIMATION BY SHOP ○○ IS ¥1,600,000.	
DETAILS OF THE ESTIMATION ARE AS FOLLOWS :	
SPECIFICATIONS OF YOUR ESTIMATION	
BASE MODEL	A5 TYPE
ENGINE & TRANSMISSION	1.6L(125ps) & 4AT WITH ABS
TIRE & WHEEL	185 / 60R14 & alloy wheel
INTERIOR	TAN TRIM
AUDIO	MANUFACTURED BY COMPANY A Audica AM/FM MD
OTHER EQUIPMENT	FOG LAMP ELECTRIC MIRROR
DEALER OPTION	FRONT AIR DAMP SKIRT SIDE AIR DAMP SKIRT
SPECIFICATION OF ESTIMATION OF SHOP ○○	
BASE MODEL	A5 TYPE
ENGINE & TRANSMISSION	1.6L(125ps) & 4AT WITH ABS
TIRE & WHEEL	185 / 60R14 & alloy wheel
INTERIOR	TAN TRIM
AUDIO	MANUFACTURED BY COMPANY A Audica AM/FM MD
OTHER EQUIPMENT	FOG LAMP ELECTRIC MIRROR CAR NAVIGATION SYSTEM MANUFACTURED BY COMPANY B
DEALER OPTION	FRONT AIR DAMP SKIRT SIDE AIR DAMP SKIRT

8/9

FIG. 8

hansha@mitsumori.com, COMMUNICATION OF RECOMMENDATION FOR PURCHASE

To : hansha@mitsumori.com
From : BTO@server.com
Subject : COMMUNICATION OF RECOMMENDATION FOR PURCHASE
Cc :
Bcc :
Attached :

* * * * * BUSINESS TALK FAILURE NOTICE * * * * *

MR/MRS/MISS ○○ (ID225) WHO REQUESTED ESTIMATION ON MAY 20, 2002
HAS NOT STARTED BUSINESS TALK YET.
PLEASE FOLLOW THIS UP.

PERSON IN CHARGE OF SALES : ○○
ELECTRONIC MAIL ADDRESS OF MR/MRS/MISS ○○ : ○○@client.com

CLIENT INFORMATION URL :
[http : //www. kokyaku.com/○○. htm](http://www.kokyaku.com/○○.htm)

URL FOR CONFIRMATION OF SPECIFICATIONS URL :
[http : //www. siyoukakunin.com/○○. htm](http://www.siyoukakunin.com/○○.htm)

FIG. 9

